

Regional Profile for Industry Targeting

Saginaw-Thumb-Region 7b Region

(Arenac, Bay, Clare, Gladwin, Huron, Iosco, Lapeer, Midland, Ogemaw, Roscommon,
Saginaw, Sanilac, and Tuscola Counties)

Current Labor Market Indicators

Area	Jobless Rate	Avg. Weekly Wage	Change 2001-2003			Forecast Job Growth Rate 2000- 2010
			Jobless Rate	Jobs	Weekly Wage	
Region	+8.8%	\$601	+2.8	-4.0%	+2.7%	+7.6%
Michigan	+7.3%	\$727	+2.0	-4.2%	+4.4%	+9.3%
U.S.	+6.0%	\$691	+1.3	-2.6%	+3.4%	+15.2%

Industry Job Trends

Industry	Percent Change 2001-2003			Share of Total		
	Region	MI	U.S.	Region	MI	U.S.
All Industries	-4.0	-4.2	-2.6	100.0	100.0	100.0
Construction	-12.6	-8.0	-2.5	6.1	5.2	6.2
Manufacturing	-15.9	-12.7	-12.5	18.5	19.7	13.5
Trade	-6.7	-6.0	-2.3	20.1	18.5	19.0
Transportation	-5.1	-5.2	-5.6	1.9	2.7	3.7
Utilities	P*	-2.1	-4.0	P	0.6	0.5
Information	+4.4	-7.2	-12.5	P	1.8	3.0
Financial Activities	+6.2	+3.8	+1.9	5.1	4.7	7.3
Professional & Business Services	+5.6	-3.4	-3.8	12.4	16.0	14.8
Educational Services	+32.7	+14.8	+7.4	1.2	1.4	1.9
Health Services	+3.3	+5.0	+6.0	14.9	12.7	12.8
Leisure & Hospitality	0.0	+1.5	+1.6	12.3	11.0	11.5
Other Services	-0.8	-4.5	+1.3	4.2	3.6	4.0

**P – protected data*

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Potential Target Industries

Core Export Industries (Region has a higher share of jobs in this industry than nationally)

Industry	Jobs	Average Weekly Wage	Percent Change 2001-2003	
			Jobs	Weekly Wage
Transportation equipment manufacturing	13,719	\$1,175	-18.4	+8.8
Plastics and rubber products manufacturing	4,968	\$685	-21.5	+10.1
Machinery manufacturing	4,376	\$788	-15.4	+4.2
Hospitals	13,149	\$671	+5.5	+16.6
Building material and garden supply stores	3,685	\$444	-8.4	-0.1
Fabricated metal product manufacturing	3,945	\$653	-13.4	+6.6
Construction of buildings	3,973	\$609	-4.5	+5.6
Motor vehicle and parts dealers	4,684	\$627	-7.6	+4.6
Repair and maintenance	3,023	\$455	-4.6	+5.8
Nursing and residential care facilities	6,727	\$359	+1.7	+5.4

Developing Industries (Region's share of jobs advancing faster than national average)

Industry	Jobs	Average Weekly Wage	Percent Change 2001-2003	
			Jobs	Weekly Wage
Hospitals	13,149	\$671	+5.5	+16.6
Administrative and support services	11,911	\$434	+18.0	+9.0
Professional and technical services	7,633	\$973	0.0	+4.2
Merchant wholesalers, durable goods	3,798	\$718	-1.2	+3.1
Insurance carriers and related activities	2,680	\$741	+13.2	+19.9
Miscellaneous store retailers	2,055	\$297	+2.2	+5.5
Food manufacturing	1,683	\$628	+1.0	+3.8
Sporting goods, hobby, book and music	1,430	\$264	-2.9	+4.0
Real estate	1,404	\$368	+4.3	+9.4
Publishing industries, except Internet	1,273	\$521	-6.5	+1.6

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Under-Represented Industries (Regional industries with below average share in jobs, but with positive employment outlook nationally)

Industry	Jobs	Average Weekly Wage	Percent Change 2001-2003	
			Jobs	Weekly Wage
Real estate	1,404	\$368	+4.3	+9.4
Furniture and related prdct manufacturing	485	\$573	-7.1	+13.4
Performing arts and spectator sports	379	\$317	+4.7	+5.4
ISPs, search portals, and data processing	226	\$552	+15.9	-9.0
Securities, commodity contracts, invest.	305	\$1,402	+13.8	-2.9

Competitive-Advantage Industries (Regional industries with a favorable combination of wage, employment change, and competitive employment performance vs. national trends)

Industry	Jobs	Average Weekly Wage	Percent Change 2001-2003	
			Jobs	Weekly Wage
Hospitals	13,149	\$671	+5.5	+16.6
Administrative and support services	11,911	\$434	+18.0	+9.0
Ambulatory health care services	9,949	\$718	+2.7	+5.1
Insurance carriers and related activities	2,680	\$741	+13.2	+19.9
Professional and technical services	7,633	\$973	0.0	+4.2
Merchant wholesalers, durable goods	3,798	\$718	-1.2	+3.1
Credit intermediation and related activities	5,565	\$629	-1.5	+10.9
Construction of buildings	3,973	\$609	-4.5	+5.6
Motor vehicle and parts dealers	4,684	\$627	-7.6	+4.6
Nursing and residential care facilities	6,727	\$359	+1.7	+5.4

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Credit Intermediation and Related Activities

Current Labor Market Indicators

Area	Percent Change 2001-2003		Average Weekly Wage	Forecast Job Growth Rate 2002- 2012
	Jobs	Weekly Wage		
Region	-1.5	+10.9	\$629	N/A
Michigan	+7.0	+12.7	\$896	N/A
U.S.	+7.5	+12.4	\$944	11%

Primary Occupations

	Loan Officers	Securities, Commodities, and Financial Services Sales Agents	Customer Service Representatives
O*Net SOC Code	13-2072.00	41-3031.00	43-4051.01
Average Wage	\$17.22/hr.	\$23.12/hr.	\$14.81/hr.
Tasks	Analyze Fin. Status Analyze loan mkts. Compute pmt. Sched. Prepare reports Review/update credit	Develop fin. Plans Analyze market Review fin. Reports Interview clients Complete sales ticket	Review claims Adj. Write work orders Prepare reports Conduct training Review meter accts.
Knowledge*	Economics Accounting Law and Govt.	Economics Accounting Sales and Marketing	English language Cust./Personal Serv. Mathematics
Skills*	Mathematics Active listening Critical thinking Decision making	Systems Analysis Decision making Critical thinking Negotiation	Writing Reading Comprehension. Instructing Mathematics
Abilities*	Written comp. Number facility Info. ordering Math. reasoning Oral compreh.	Deductive reasoning Problem sensitivity Oral presentation Number facility Math. reasoning	Inductive reasoning Oral Expression Deductive reasoning Information ordering Number facility

*Listed in order of importance For detailed information see O*Net OnLine:

http://online.onetcenter.org/gen_search_page

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Transportation Equipment Manufacturing

Current Labor Market Indicators

Area	Percent Change 2001-2003		Average Weekly Wage	Forecast Job Growth Rate 2002- 2012
	Jobs	Weekly Wage		
Region	-18.4	+8.8	\$1,175	N/A
Michigan	-13.0	+11.4	\$1,229	N/A
U.S.	-9.5	+7.9	\$1,030	-2.3%

Primary Occupations

	Machinists	Truck Drivers, Light Or Delivery Services	Maintenance and Repair Workers
O*Net SOC Code	51-4041.00	53-3033.00	49-9042
Average Wage	\$15.82/hr.	\$11.37/hr.	\$17.33/hr.
Tasks	Align/secure tools Calculate dimensions Fit/assemble parts Maintain machines	Drive vehicles Inspect/mtn. supplies Maintain records Verify contents of inv	Align/balance equip. Install wiring Identify mech. Probs Paint & repair roofs
Knowledge*	Mechanical Design Engineering Technology	Transportation Mechanical Geography Clerical	Mechanical Engineering Technology Building
Skills*	Quality control Operation/control Mathematics Operations analysis Equipment selection	Operation & Control	Equip. Maintenance Repairing Operation monitoring Quality control Installation
Abilities*	Visualization Control precision Near vision Manual dexterity Number facility	Spatial orientation Reaction time Far vision Response orientation Information ordering	Visualization Finger dexterity Control Precision Arm-Hand steadiness Problem sensitivity

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Ambulatory Health Services

Current Labor Market Indicators

Area	Percent Change 2001-2003		Average Weekly Wage	Forecast Job Growth Rate 2002- 2012
	Jobs	Weekly Wage		
Region	+2.7	+5.1	\$718	N/A
Michigan	+6.6	+5.5	\$839	N/A
U.S.	+7.5	+4.1	\$822	41%

Primary Occupations

	Medical Secretary	Dental Assistant	Radiologic Tech.
O*Net SOC Code	43-6013	31-9091	29-2034
Average Wage	\$11.95/hr.	\$11.84/hr.	\$17.22/hr.
Tasks	Scheduling Maintain records Answer telephone Route documents Interview patients	Clean teeth Examine gums Chart conditions Provide education Expose/develop x-ray	Determine pt. needs Explain procedures Evaluate x-rays Operate equipment Perform procedures
Knowledge*	Customer service Clerical English language Computers/electronics Telecommunications	Medicine/Dentistry Customer service Biology Education/training English language	Medicine & Dentistry Physics & Biology Customer service English language Psychology
Skills*	Active listening Reading comprehens. Speaking Coordination Active learning	Active listening Speaking Reading comprehen. Active learning Time management	Operation & control Speaking Operation monitoring Reading comprehens. Active listening
Abilities*	Oral comprehension Oral expression Speech clarity Information ordering Near vision	Finger dexterity Near vision Manual dexterity. Problem sensitivity Arm-hand steadiness	Oral expression Written comprehens. Oral comprehension Information ordering Speech clarity

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